CONTRACT



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

And:

PinPoint Media, Inc (B) 1707 Osage St, Ste 103 Alexandria, VA 22302

	Contract / Re	vision		Alt Order #	
	1778288	1		08709730	
Product	-	A-111111111111111111111111111111111111			· · · · · · · · · · · · · · · · · · ·
LUTHER STRANGE SENA	т				
Contract Dates	Estimate #				
08/08/17 - 08/15/17	803				
<u>Advertiser</u>			Ori	iginal Date	/ Revision
POL/Strange, Luther/R/Se	enator/AL		0	7/12/17	/ 08/08/17
	Billing Cycle	Billing	Cal	endar	Cash/Trade
	EOM/EOC	1	Broadcast		Cash
	Property_	Accour	nt E	xecutive	Sales Office
	WSFA	Ryan E	Ryan Eddins		HRP-Washingto
	Special Handl	ing			*************************************
	Demographic				
	Adults 35+				
	•		_		
	Agy Code	Adverti	ser	Code	Product 1/2
	9913865	62			78
	Agency Ref			Advertiser	Ref
1	1			i	

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week Rate	Rtn Type	Spots	Amount
N 1 WSFA 08/11/17 08/11/17 ALABAMA LIVE @ 11A <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/171 1	11-1130Am <u>Rate</u> \$30.00	:30	NM	1	\$30.00
N 2 WSFA 08/11/17 08/11/17 ALABAMA LIVE @ 1130AM	1 1130A-12P <u>Rate</u> \$30.00	:30	NM	1	\$30.00
N 3 WSFA 08/11/17 08/11/17 WSFA 12 News at Noon <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/171 1	12-1230pm <u>Rate</u> \$100.00	:30	NM	1	\$100.00
N 4 WSFA 08/11/17 08/11/17 Judge Judy 1st Run <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/171 1	330-4p <u>Rate</u> \$270.00	:30	NM	1	\$270.00
N 5 WSFA 08/11/17 08/11/17 WSFA 12 NEWS AT 4PM <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/171 1	M-F 4-430P <u>Rate</u> \$60.00	:30	NM	1	\$60.00
N 6 WSFA 08/11/17 08/11/17 Today in Alabama 530a Start Date	528am-6am <u>Rate</u> \$125.00	:30	NM	0	\$0.00
Spot Ch Date Range Description 1 WSFA 08/07/17-08/13/17 Today in Alabama 530a Credited	Start/End Time 528am-6am	Weekdays Length Rate F :30 \$125.00	<u>Type</u> <i>NM</i>		
N 7 WSFA 08/11/17 08/11/17 Today In Alabama <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/171 1	6a-7a <u>Rate</u> \$200.00	:30	NM	0	\$0.00
Spot Ch Date Range Description 1 WSFA 08/07/17-08/13/17 Today In Alabama Credited	Start/End Time 6a-7a	Weekdays Length . Rate F :30 \$200.00	<u>Type</u> NM		
N 8 WSFA 08/11/17 08/11/17 Entertainment Tonight Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/171 1	630-7p <u>Rate</u> \$215.00	:30	NM	1	\$215.00
N 9 WSFA 08/11/17 08/11/17 NBC Today Show	7-9am	:30	NM	1	\$115.00

(* Line Transactions: N = New, E = Edited, D = Deleted)

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Contract / Revision Alt Order# 1778288 / 08709730

Contract Dates Product Estimate # 08/08/17 - 08/15/17 LUTHER STRANGE SE 803

<u>Advertiser</u> Original Date / Revision 07/12/17 / 08/08/17 POL/Strange, Luther/R/Se

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week	Rate Rtn TypeSpo	ots	Amount
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/171 1	<u>Rate</u> \$115.00				
N 10 WSFA 08/11/17 08/11/17 Dateline Start Date	9-10pm Rate \$225.00	:30	NM	1	\$225.00
N 11 WSFA 08/14/17 08/14/17 WSFA 12 News at Ten - MF Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 1 1		:30	NM	1	\$275.00
N 12 WSFA 08/14/17 08/14/17 NBC Today Show 3 Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 1 1	10-11am Rate	:30	NM	1	\$50.00
N 13 WSFA 08/14/17 08/14/17 ALABAMA LIVE @ 11A Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 1 1	\$50.00 11-1130Am Rate	:30	NM	1	\$30.00
N 14 WSFA 08/14/17 08/14/17 ALABAMA LIVE @ 1130AM Start Date End Date Weekdays Spots/Week	<u>Rate</u>	:30	NM	1	\$30.00
N 15 WSFA 08/14/17 08/20/17 1 1	\$30.00 12-1230pm Rate	:30	NM	1	\$100.00
N 16 WSFA 08/14/17 08/14/17 Judge Judy 1st Run Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 1 1	\$100.00 330-4p <u>Rate</u> \$60.00	:30	NM	1	\$60.00
N 17 WSFA 08/14/17 08/14/17 Today in Alabama 430am Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 1 1	430-5a Rate \$5.00	:30	NM	1	\$5.00
	M-F 430-5P Rate \$75.00	:30	NM	1	\$75.00
N. 40 MOTA 604 MT. COMMITTER	5-530a <u>Rate</u> \$85.00	:30	NM	1	\$85.00
N. CO. MOTA COMMIT	5-530pm <u>Rate</u> \$185.00	:30	NM	0	\$0.00
Spot Ch Date Range Description 1 WSFA 08/14/17-08/20/17 WSFA 12 News at Five Credited	Start/End Time 5-530pm	Weekdays Length F M :30 \$185	Rate Type 5.00 NM		
	528am-6am <u>Rate</u> \$100.00	:30	NM	1	\$100.00
N 22 WSFA 08/14/17 08/14/17 WSFA 12 News at Six - MF Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 1 1		:30	NM	1	\$350.00
NI 22 MICEA 00/44/47 00/44/47 T 1 1 2 2 2 2	6a-7a Rate \$175.00	:30	NM	1	\$175.00
N. 04 MOTA 004447 - 0044447	7-9am	:30	NM	1	\$115.00

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Contract Dates Product. Estimate # 08/08/17 - 08/15/17 LUTHER STRANGE SE 803

Advertiser Original Date / Revision 07/12/17 / 08/08/17 POL/Strange, Luther/R/St

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week R	ate Rtn TypeSpots	Amount
Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 1 1	<u>Rate</u> \$115.00	•		
N 25 WSFA 08/14/17 08/14/17 American Ninja Warrior	7-10pm	:30	NM 1	\$300.00
Start Date End Date Weekdays Spots/Week Week: 08/14/17 08/20/17 1 1	<u>Rate</u> \$300.00			
N 26 WSFA 08/14/17 08/14/17 NBC Today 2 Start Date End Date Weekdays Spots/Week	9-10am Rate	:30	NM 1	\$50.00
Week: 08/14/17 08/20/17 1 1	\$50.00			
N 27 WSFA 08/12/17 08/12/17 NBC Saturday Today Show Start Date End Date Weekdays Spots/Week	6-8am Rate	:30	NM 1	\$45.00
Week: 08/07/17 08/13/171- 1	\$45.00			
N 28 WSFA 08/13/17 08/13/17 WSFA 12 NEWS @ 1030P Start Date End Date Weekdays Spots/Week	<u>Rate</u>	:30	NM 1	\$150.00
Week: 08/07/17 08/13/171 1 N 29 WSFA 08/13/17 08/13/17 NET NBC Sunday Today Sh	\$150.00	:30	NM 1	\$45.00
Start Date End Date Weekdays Spots/Week	Rate	.50	MINI	φ45.00
Week: 08/07/17 08/13/171 1 N 30 WSFA 08/13/17 08/13/17 NET NBC Meet The Press	\$45.00 8-9a	:30	NM 1	\$45.00
Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 1 1	<u>Rate</u> \$45.00			¥
N 31 WSFA 08/13/17 08/13/17 WSFA News Sunday AM	9-930a	:30	NM 1	\$20.00
Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 1 1	<u>Rate</u> \$20.00			
N 32 WSFA 08/10/17 08/10/17 WSFA 12 News at Ten - MF	•	:30	NM 1	\$275.00
Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 1 1	<u>Rate</u> \$275.00	•		
N 33 WSFA 08/10/17 08/10/17 NBC Today Show 3 Start Date End Date Weekdays Spots/Week	10-11am	:30	NM 1	\$50.00
Week: 08/07/17 08/13/171 1	<u>Rate</u> \$50.00			
N 34 WSFA 08/10/17 08/10/17 Tonight Show Start Date End Date Weekdays Spots/Week	1035-1137pm Rate	:30	NM 1	\$115.00
Week: 08/07/17 08/13/171 1	\$115.00			
N 35 WSFA 08/10/17 08/10/17 ALABAMA LIVE @ 11A Start Date End Date Weekdays Spots/Week	11-1130Am <u>Rate</u>	:30	NM 1	\$30.00
Week: 08/07/17 08/13/171 1 N 36 WSFA 08/10/17 08/10/17 ALABAMA LIVE @ 1130AM	\$30.00			
Start Date	<u>Rate</u>	:30	NM 1	\$30.00
Week: 08/07/17 08/13/171 1 N 37 WSFA 08/10/17 08/10/17 Judge Judy 1st Run	\$30.00 330-4p	:30	NM 1	6070.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u>	.30	NM 1	\$270.00
Week: 08/07/17 08/13/171 1 N 38 WSFA 08/10/17 08/10/17 Judge Judy 1st Run	\$270.00 330-4p	:30	NM 1	\$60.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/171 1	<u>Rate</u> \$60.00	.00	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	Ψ00.00
N 39 WSFA 08/10/17 08/10/17 WSFA 12 NEWS AT 4PM	M-F 4-430P	:30	NM 1	\$60.00
Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 1 1	<u>Rate</u> \$60.00			
N 40 WSFA 08/10/17 08/10/17 WSFA 12 NEWS AT 4PM	M-F 430-5P	:30	NM 1	\$75.00

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 08/08/17 - 08/15/17
 LUTHER STRANGE SE 803

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*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week	Rate Rtn Ty	ype Spots	Amount
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/171 1	<u>Rate</u> \$75.00				
N 41 WSFA 08/10/17 08/10/17 WSFA 12 News at Five Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/171 1	5-530pm <u>Rate</u> \$185.00	:30	•	NM 1	\$185.00
D 42 WSFA 08/10/17 08/10/17 NBC Nightly News	530-6pm	:30	1	NM 0	\$0.00
N 43 WSFA 08/10/17 08/10/17 WSFA 12 News at Six - MF Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/171 1	6-630pm <u>Rate</u> \$350.00	:30	1	NM 0	\$0.00
Spot Ch Date Range Description 1 WSFA 08/07/17-08/13/17 WSFA 12 News at Six - MF Credited	Start/End Time 6-630pm	Weekdays Length		<u>ype</u> V <i>M</i>	
N 44 WSFA 08/10/17 08/10/17 Today In Alabama <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/171 1	6a-7a <u>Rate</u> \$175.00	:30	۸	NM 1	\$175.00
N 45 WSFA 08/10/17 08/10/17 Entertainment Tonight Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/171 1	630-7p <u>Rate</u> \$215.00	:30	, n	O MM	\$0.00
Spot Ch Date Range Description 1 WSFA 08/07/17-08/13/17 Entertainment Tonight Credited	Start/End Time 630-7p	Weekdays Length :30		<u>ype</u> V <i>M</i>	
N 46 WSFA 08/10/17 08/10/17 NBC Today 2 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/171 1	9-10am <u>Rate</u> \$50.00	:30	7	VM 1	\$50.00
N 47 WSFA 08/08/17 08/08/17 WSFA 12 News at Ten - MF Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 -1 1	10-1035pm <u>Rate</u> \$275.00	:30		NM 1	\$275.00
N 48 WSFA 08/08/17 08/15/17 NBC Today Show 3 Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 -1 1 Week: 08/14/17 08/20/17 -1 1	10-11am <u>Rate</u> \$50.00 \$50.00	:30	٨	NM 2	\$100.00
N 49 WSFA 08/08/17 08/08/17 Tonight Show <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/17 -1 1	1035-1137pm <u>Rate</u> \$115.00	:30	٨	NM 1	\$115.00
N 50 WSFA 08/08/17 08/15/17 ALABAMA LIVE @ 11A Start Date	11-1130Am <u>Rate</u> \$30.00 \$30.00	:30	, ,	NM 2	\$60.00
N 51 WSFA 08/08/17 08/15/17 ALABAMA LIVE @ 1130AM Start Date	·	:30	٨	NM 2	\$60.00
N 52 WSFA 08/08/17 08/08/17 Judge Judy 1st Run <u>Start Date</u> End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 -1 1	330-4p <u>Rate</u> \$270.00	:30	. ,	NM 1	\$270.00
N 53 WSFA 08/15/17 08/15/17 NBC Early Today <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/14/17 08/20/17 -1 1	4XM-430XM <u>Rate</u> \$3.00	:30	٨	NM 1	\$3.00

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Print Date 08/08/17

Page 5 of 7



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

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| Contract / Revision | Alt Order # | 08709730

 Contract Dates
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 08/08/17 - 08/15/17
 LUTHER STRANGE SE 803

 Advertiser
 Original Date / Revision

 POL/Strange, Luther/R/St
 07/12/17 / 08/08/17

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week Rate	e Rtn TypeSpo	ots	Amount
Start Date End Date Weekdays Spots/Week	Rate	· · · · · · · · · · · · · · · · · · ·			
N 54 WSFA 08/08/17 08/08/17 WSFA 12 NEWS AT 4PM Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 -1 1	M-F 4-430P Rate \$60.00	:30	NM	1	\$60.00
N 55 WSFA 08/15/17 08/15/17 Today in Alabama 430am	430-5a <u>Rate</u> \$5.00	:30	NM	1	\$5.00
N 56 WSFA 08/15/17 08/15/17 Today in Alabama 5am	5-530a <u>Rate</u> \$85.00	:30	NM	1	\$85.00
N 57 WSFA 08/08/17 08/08/17 WSFA 12 News at Five Start Date	5-530pm <u>Rate</u> \$185.00	:30	NM	1	\$185.00
N 58 WSFA 08/08/17 08/15/17 Today in Alabama 530a Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 -1 1 Week: 08/14/17 08/20/17 -1 1	528am-6am <u>Rate</u> \$100.00 \$100.00	:30	NM	2	\$200.00
D 59 WSFA 08/08/17 08/08/17 NBC Nightly News	530-6pm	:30	NM	0	\$0.00
N 60 WSFA 08/08/17 08/08/17 WSFA 12 News at Six - MF Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 -1 1	6-630pm <u>Rate</u> \$350.00	:30	NM	1	\$350.00
N 61 WSFA 08/08/17 08/15/17 Today In Alabama <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/17 -1 1 Week: 08/14/17 08/20/17 -1 1	6a-7a <u>Rate</u> \$175.00 \$175.00	:30	NM	2	\$350.00
N 62 WSFA 08/08/17 08/15/17 NBC Today Show Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 -1 1 Week: 08/14/17 08/20/17 -1 1	7-9am <u>Rate</u> \$115.00 \$115.00	:30	NM	2	\$230.00
N 63 WSFA 08/08/17 08/08/17 NBC Today 2 <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/17 -1 1	9-10am <u>Rate</u> \$50.00	:30	NM	1	\$50.00
N 64 WSFA 08/09/17 08/09/17 ALABAMA LIVE @ 11A <u>Start Date</u>	11-1130Am <u>Rate</u> \$30.00	:30	NM	1	\$30.00
N 65 WSFA 08/09/17 WSFA 12 News at Noon Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 1 1	12-1230pm <u>Rate</u> \$100.00	:30 ,	NM	1	\$100.00
N 66 WSFA 08/09/17 08/09/17 WSFA 12 News at Five Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/171 1	5-530pm <u>Rate</u> \$185.00	:30	NM	1	\$185.00
N 67 WSFA 08/09/17 08/09/17 Today in Alabama 530a <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/171 1	528am-6am <u>Rate</u> \$100.00	:30	NM	1	\$100.00
N 68 WSFA 08/09/17 08/09/17 WSFA 12 News at Six - MF	6-630pm <u>Rate</u> \$350.00	:30	NM	1	\$350.00
N 69 WSFA 08/09/17 08/09/17 Today In Alabama	6a-7a	:30	NM	1	\$175.00

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*Line Ch Start Data Fuel Data Decembring	Start/End Time		ots/ *	T O		A
*Line Ch Start Date End Date Description Start Date End Date Weekdays Spots/Week	<u>Rate</u>	Days Length W	eek Rate Rtn	Type Spo	(S	Amount
Week: 08/07/17 08/13/171 1	\$175.00					
N 70 WSFA 08/09/17 08/09/17 Entertainment Tonight Start Date End Date Weekdays Spots/Week	630-7p Rate	:30		NM	1	\$215.00
Week: 08/07/17 08/13/171 1	\$215.00					
N 71 WSFA 08/09/17 08/09/17 NBC Today Show	7-9am	:30	•	NM	1	\$115.00
Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 1 1	<u>Rate</u> \$115.00					
N 72 WSFA 08/09/17 08/09/17 America's Got Talent	7-10pm	:30		NM	0	\$0.00
Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/171 1	<u>Rate</u> \$500.00					
Spot Ch Date Range Description	Start/End Time	Weekdays Length	<u>Rate</u>	Type		
1 WSFA 08/07/17-08/13/17 America's Got Talent	7-10pm	W:30	\$500.00	NM		
Credited						****
N 73 WSFA 08/08/17 08/11/17 WSFA 12 News at Six - MF <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u>	6-630pm Rate	:30		NM	1	\$350.00
Week: 08/07/17 08/13/17 -TWTF 1	\$350.00					
N 74 WSFA 08/08/17 08/11/17 WSFA 12 News at Ten - MF	10-1035pm	:30		NM	0	\$0.00
Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 -TWTF 1	<u>Rate</u> \$300.00					
Spot Ch Date Range Description	Start/End Time	Weekdays Length	Rate	Туре		
1 WSFA 08/07/17-08/13/17 WSFA 12 News at Ten - Mi	F 10-1035pm	-TuWThF :30	\$300.00	NM		
Credited						
N 75 WSFA 08/08/17 08/11/17 NBC Today Show 3 Start Date End Date Weekdays Spots/Week	10-11am Rate	:30		NM	1	\$50.00
Week: 08/07/17 08/13/17 -TWTF 1	\$50.00					
N 76 WSFA 08/08/17 08/11/17 WSFA 12 News at Noon	12-1230pm	:30		NM	1	\$100.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/17 -T 1	<u>Rate</u> \$100.00					
N 77 WSFA 08/08/17 08/11/17 ALABAMA LIVE @ 1130AM		:30		NM	1	\$30.00
Start Date End Date Weekdays Spots/Week	Rate	.00	•	****	•	ψ00.00
Week: 08/07/17	\$30.00					
N 78 WSFA 08/14/17 08/15/17 Today In Alabama Start Date End Date Weekdays Spots/Week	6a-7a <u>Rate</u>	:30		NM	2	\$350.00
Week: 08/14/17 08/20/17 MT 2	\$175.00					
N 79 WSFA 08/11/17 08/11/17 Today in Alabama 530a	528am-6am	:30		NM	1	\$100.00
Start Date End Date Weekdays Spots/Week Week: 08/07/17 08/13/17 F 1	<u>Rate</u> \$100.00					
N 80 WSFA 08/11/17 08/11/17 Today in Alabama	6a-7a	:30		NM	1	\$175.00
Start Date	Rate				•	**********
Week: 08/07/17 08/13/17F 1	\$175.00					
N 81 WSFA 08/08/17 08/08/17 WSFA 12 News at Ten - MF Start Date End Date Weekdays Spots/Week	10-1035pm Rate	:30		NM	1	\$275.00
Week: 08/07/17 08/13/17 -T 1	\$275.00					
N 82 WSFA 08/12/17 08/12/17 LBS:FOREVER YOUNG	7-10pm	:30	· · · · · · · · · · · · · · · · · · ·	NM	1	\$75.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 08/07/17 08/13/17S- 1	<u>Rate</u> \$75.00					
N 83 WSFA 08/13/17 08/13/17 WSFA 12 News at Ten - Sui		:30	-	NM	1	\$300.00
35 TTOTT CONTONTY CONTONTY VVOID 12 News at Tell " Sul	1 10-1030pm	.30		IAINI	1	\$300.00

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

The station may utilize various mediums to deliver advertisements to its viewers, including but not limited to, simulcast and/or delayed airings through mobile and internet applications and services. You must notify the station immediately if you do not have rights to your advertisements or any of its components beyond a television broadcast. Without such notice, the station may utilize various mediums beyond the television broadcast to reach its viewers.

/ 08/08/17

Alt Order #

07/12/17



WSFA 12 East Delano Ave. Montgomery, AL 36105 (334) 288-1212

www.wsfa.com

	1778288 /	08709730
Contract Dates	Product	Estimate #
08/08/17 - 08/15/17	LUTHER STRANGE SE	803
Advertiser	Orig	inal Date / Revision

Contract / Revision

*Line Ch Start D	ate End Da	te Description	on	Start/End Time	Days Le	Spots/ ength Week	Rate Rtn Type	Spots	Amount
<u>Start Date</u> Week: 08/07/17	End Date 08/13/17	Weekdays S	Spots/We	<u>ek</u> <u>Rate</u> \$300.00					
	7 08/10/17 <u>End Date</u> 08/13/17	WSFA 12 Weekdays T	News at Noor <u>Spots/Wed</u> 1			:30	NM	1	\$100.00
	7 08/10/17 End Date 08/13/17	RI Falcon <u>Weekdays</u> T	Pre-Season G <u>Spots/Wea</u> 1	•		:30	NM	1	\$300.00
		Today in A <u>Weekdays</u> 11	labama 530a <u>Spots/Wee</u> 2			:30	NM	2	\$200.00
					Totals	0.00		85	\$10,598.00
Time Period	# of Sp	ots Gros	s Amount	Agency Comm.	Net Amoun	t			
07/31/17 -08/15/17	,	85 \$1	0,598.00	(\$1,589,70)	\$9.008.3	5			

POL/Strange, Luther/R/St

0770 1717 -00710717	00	\$10,590.00	(\$1,569.70)	Φ9,000.30	•
Totals	85	\$10,598.00	(\$1,589.70)	\$9,008.30	

Signature:	***************************************		Date:		
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(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise, on contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions.

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REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENCY ORDER WORKSHEET REP HEADLINE# 8709730 TRF# 1778288 \$\$\$ MOD# 2: UNAPPROVED REV #1 \$\$\$

#

ADV AGY

AUG8/17 15.34 *** WSFA-TV *** 703-516-9680 **CHANGES** FROM REP FAX# RISK !!! REPORT F CREDIT HARRIS

SALESMAN REGIONAL (H)EDDINS SEGROVES LOCAL RYAN DANETTE OFF.# WAA CLASS: NATL. PRSN BUYER NAME SALES REP.# INVOICE) ORDER, 103 (LINE, SUITE STRANGE/R/SEN/AL COMMENTS: 22302 # 8709730 1707 OSAGE STREET VA PINPOINT MEDIA ALEXANDRIA, CONTRACT WK-2 SENAT EST#803 POLI/L AUG15/17 AGY. NAME NAME STRANGE ADV. FLIGHT DATES AUG8/17

CO-OP BILLING NEEDED STATE TAX TAX CITY

LUTHER

ORDER PRDCT 5.34

AUG8/17

DATE

REP:

THANKS RYAN PLS CFM OK'D M5 REV

A CASH IN ADVANCE SCHEDULE **** HS SIHI **** Ŋ CON

STA:

ELECTRONIC INVOICING: SPOT DATA - IDB# 1886. TV INVOICES - IDB# 9915283

 : TOTL:	
 DAYS	
: START : END :SPTS: WEEK : : DATE : /WK: INVT :	. = 803
: RATE	AGENCY EST#
:LINE#:REP :CD: TIME PERIOD : LGTH : SEC : : :LINE#: : :	AGENCY ADVERTISER CODE = 62 AGENCY PRODUCT CODE = 78

0

WED

0

6/8

8/8

\$500.00

30

700P-900P

ഗ

72

> AGT PROGRAM : CON COM1:

AGENCY REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENORDER WORKSHEET HEADLINE# 8709730 TRF# 1778288 MOD# 2: UNAPPROVED REV #1 \$\$\$

REP S S S S

AUG8/17 15.34 *** WSFA-TV ***

703-516-9680

F RISK !!! S REPORT FROM REP **CHANGES**

CREDIT

:TOTL:	1			71		
DAYS						
	тно			W-TH		
:SPTS: WEEK : /WK: INVT		$ abla_{\mathtt{RROW}}$	`	/	RROW.	
SPTS: /WK:	П	TOMO		0	TOMO	
END :	8/10	S AFFECTS		8/10	OFFERS AFFECTS TOMORROW	
: START : DATE	8/10	THE OFFERS	ኧ	6/8	THE	
RATE	\$300.00	\mathcal{V} ASAP!! ONE OF THE OFFERS AFFECTS TOMORROW	FOR 1 SPOT/WK	\$100.00	ASAP!! ONE OF	9 8 1
: SEC :		EASON PLEASE CONFIRM A	LINE-72	V)	PLEASE CONFIRM A CE	8 2
: LGTH : SEC	30	PRE-SEASON NA. PLEASE DENICE	AUG9 ON	30	PLEASE ICE	UP OF L
:LINE#:REP :CD: TIME PERIOD : :LINE#: :	85 A 600P-930P	PROGRAM : FALCONS PRE- ORD COM1: SPOT IS NA. ORD COM2: THANKS, DEN	MAKE-GOOD	86 A 530A-600A	PROGRAM: AGT ORD COM1: SPOT IS NA. PL ORD COM2: THANKS, DENICE	PART OF A MAKEGOOD MADE UP OF LINES STATION MAKEGOOD OFFERS:

& W-TH/530A-600A CMT:SPOT IS NA. PLEASE CONFIRM ASAP!! ONE CMT: THANKS, DENICE

MISSED: WED/700P-900P OFFER: THU/600P-930P

BUY#72

10598.00 TOTAL CONTRACT TOTAL

%

WIYC

WBMM 0%

%

CABL

WCOV 12%

31%

WAKA EAKA

% % % %

WNCF ESFA

WSFA 49%

TOTALS \$21,628

MARKET

10598.00

AUG/17

PLS ADVISE.

30S \$500.00 30S \$300.00 30S \$100.00 OF THE OFFERS AFFECTS

AUG10 AUG9

TOMORROW

(AUG8/17)

ACCURATE SHARES

DEMOS- RA35+* SVC- NSI

*-MULTIPLE M-MAKEGOOD N-PROGRAM NAME Z-COMMENTS Y-DAYS L-LENGTH X-LATE DE-DELETE E-EFF DATES T-TIME S-SPOTS PER WEEK C-CANCELLED R-RATE Q-PAID PGM B-BUY TYPE P-CLASS, PLAN, SECT A-ADD MOD CODE

TRF# 1778288 #1 \$\$\$ HEADLINE# 8709730 MOD# 2: APPROVED REV REP SSS

ADV AGY

CREDIT HARRIS REP: TEL# 703-528-9387 CREDIT ADVISORY: AGENCY ORDER WORKSHEET

*** WSFA-TV FROM STATION FAX# RISK!!! REPORT FR

703-516-9680

15.51

SALESMAN SEGROVES DANETTE OFF.# NAME BUYER REP.# STRANGE/R/SEN/AL PINPOINT MEDIA POLI/L AGY. NAME NAME ADV. #

LOCAL CLASS: NATL INVOICE) ORDER, (LINE, COMMENTS: 8709730 # CONTRACT EST#803 SENAT STRANGE LUTHER ORDER PRDCT

WKL AUG15/17 AUG8/17 FLIGHT DATES

CO-OP BILLING NEEDED TAX STATE TAX CILX

51

ъ

AUG8/1

DATE

REGIONAL

(H)

EDDINS

RYAN

WA-

PRSN

SALES

103

SUITE

STREET

22302

VA

ALEXANDRIA, 1707 OSAGE

> PLS CFM THANKS RYAN OK'D M5 REV REP:

STA:

CASH IN ADVANCE SCHEDULE 4 IS THIS **** Σ CON

- IDB# 1886. - IDB# 9915283 ELECTRONIC INVOICING: TV INVOICES SPOT DATA

CONTRACT SCHEDULED FOR GENERATION NOTICE: CHANGES OF THIS ORDER HAVE BEEN APPROVED. STATION MAKEGOOD OFFERS:

MS OK'D BUY#72 MISSED:WED/700P-900P

TOMORROW 30S \$500.00 30S \$300.00 30S \$100.00 E OFFERS AFFECTS 1 OF THE CONFIRM ASAP!! ONE AUG9 AUG10 AUG9(2/WK) PLEASE & W-TH/530A-600A CMT:SPOT IS NA. P. MISSED: WED/700P-900P OFFER: THU/600P-930P

CMT: THANKS, DENICE

10598.00 TOTAL CONTRACT TOTAL

(AUG8/17) PLS ADVISE.

		•	